

MBS200

Microsoft Business Solutions: Breakthrough Business Applications

Microsoft Business Solutions At Tech·Ed

- **Cabana #1**
 - **Baseball Theme**
 - **Meet the Technologist Sessions**
 - **HelpDesk experts provide answers to your technical questions**
 - **Stop by for a demo!**
- **Expo**
 - **Pavilion Stations 53-54, 60-62**
- **Breakout Sessions**
 - **All sessions in Room 4**
- **Hands-on-Labs**
 - **Self Paced and Instructor-Led**
 - **Room 6C**



MBS200

Microsoft Business Solutions: Breakthrough Business Applications

**Satya Nadella
Corporate Vice President
Microsoft Corporation**

Significant Investment In Business Applications

Microsoft Investments

- \$2.5B acquisition
- Part of overall Integration Innovation Spend of \$6.7B R&D Spend

MBS investments

- 20 years business applications experience
- Established 6,000 partner ecosystem
- 260,000 customers in 132 countries



Delivering Great Customer Value

Market

**Large
Opportunity**

**Highly
Fragmented
Market**

Solution Strategy

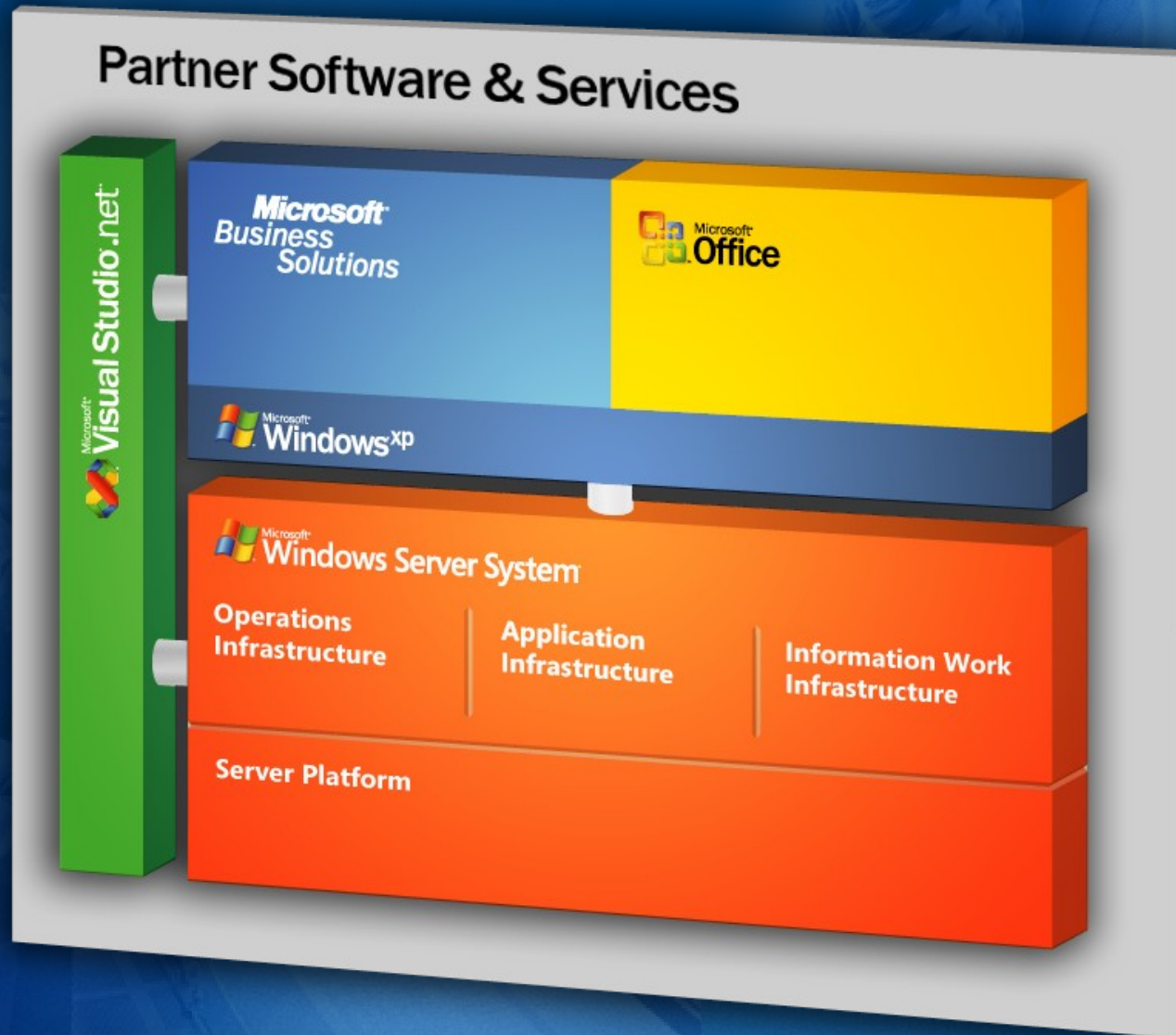
**Enable
Partners
and ISVs**

**Integrated
Innovation**

**Compelling
Differentiation**

Great Customer Value

Integrated Innovation



Customer-Driven Innovation

INNOVATION



Customer-Driven Innovation

Empowers

Adaptive

Best

Microsoft Business Solutions
Axapta

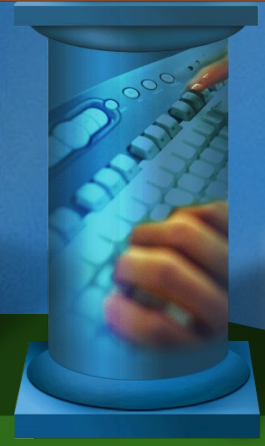
Microsoft Business Solutions
Great Plains

Microsoft Business Solutions
Navision

Microsoft Business Solutions
Solomon

Microsoft Business Solutions
CRM

Microsoft Business Solutions
Retail Management System



Extensive and Thorough Customer and Partner Research

Empowered Users

- **Easy to learn**
- **Role-based, focused on tasks and enable self service**
- **Bridge structured and unstructured work**

**Empowered
d Users**



Empowered Users - Proof Points

- **Familiar user experience - Office look and feel**
 - E.g., Microsoft Great Plains 8.0, Microsoft Navision 4.0
- **Role-based, task centric, self-service**
 - E.g., Microsoft Business Portal 2.5 (Great Plains, Solomon)
- **Bridging Structured and Unstructured work**
 - E.g., Microsoft Business Portal 2.5 (GP, Solomon) and WSS
 - E.g., Microsoft CRM 1.2 Outlook client for SFA, IW-Bridge Integration

demo

User Experience

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Great Plains 8.0**

**Microsoft Business Solutions
Business Portal 2.5**

Insightful

Operational Business Intelligence

Operational Data	Process Data Available Process Analysis	Self Learning Systems Provide Advice Automatically
	Find, Analyze and React	Rules and Notifications
Historic Business Data	BI Provided Per Request	BI Provided Automatically

Insightful



Insightful - Proof Points

- **Find, Analyze and React**
 - **E.g. Navision 4.0**
 - Instant customizable graphs
 - OLAP cubes via DTS
 - Graphical business analysis
 - Excel Reporting and Analysis
- **Rules and Notifications:**
 - **E.g. Navision 4.0 - Business Notifications**

demo

Business Analytics And Notification

**Microsoft Business Solutions
Navision**

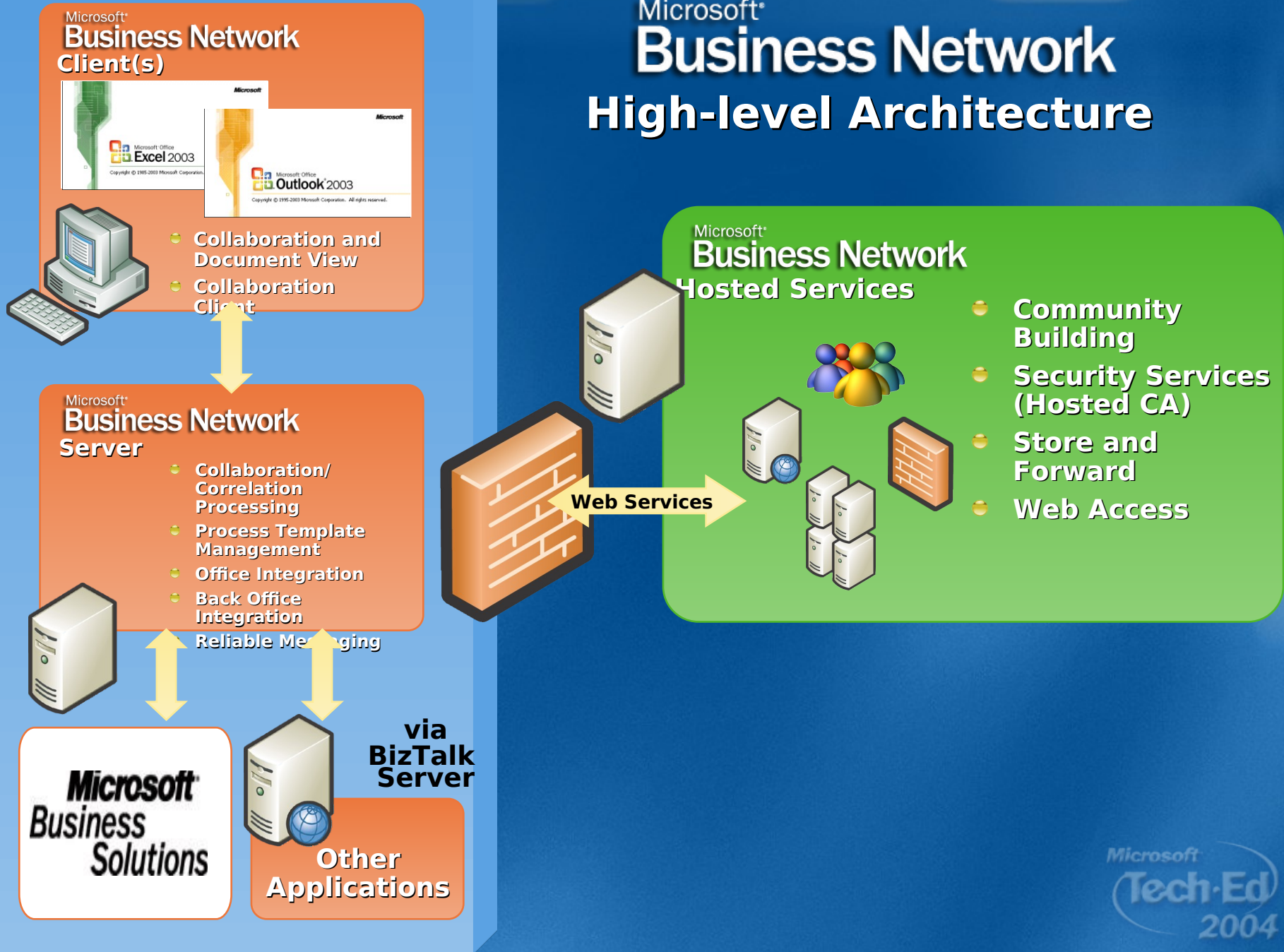
Connected

- **Easy exchange of information between suppliers, partners, and customers**
- **Easy correlation of their data into your system and the way you work**

Connected



Microsoft® Business Network High-level Architecture

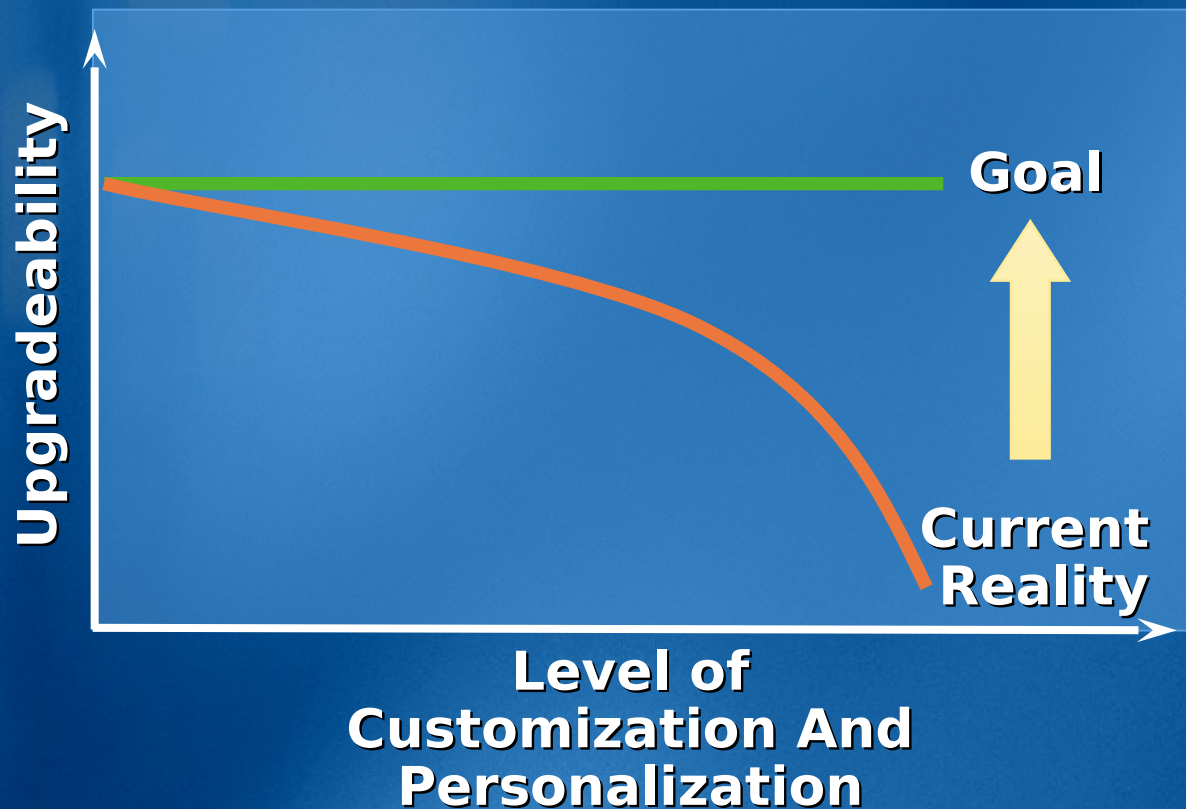


Connected - Proof Points

- **Web Services as Integration Framework**
 - Microsoft CRM 1.2 APIs
 - Great Plains 8.0 - E-Connect
- **Easy Exchange of Information**
 - Microsoft Business Network for Microsoft Great Plains 8.0 and Microsoft Axapta 4.0
 - Microsoft Navision and Microsoft Axapta Commerce Gateway
 - Microsoft Retail Management System 2.0 - Hub and Spoke Support
- **Easy Correlation**
 - Microsoft CRM and Microsoft Business Network hosted inside of Outlook
 - Outlook integration with Microsoft Navision and Microsoft Axapta

Adaptive Processes

- Processes at the center
- Continuous improvement model



**Adaptive
Processes**



Adaptive Processes - Proof Points

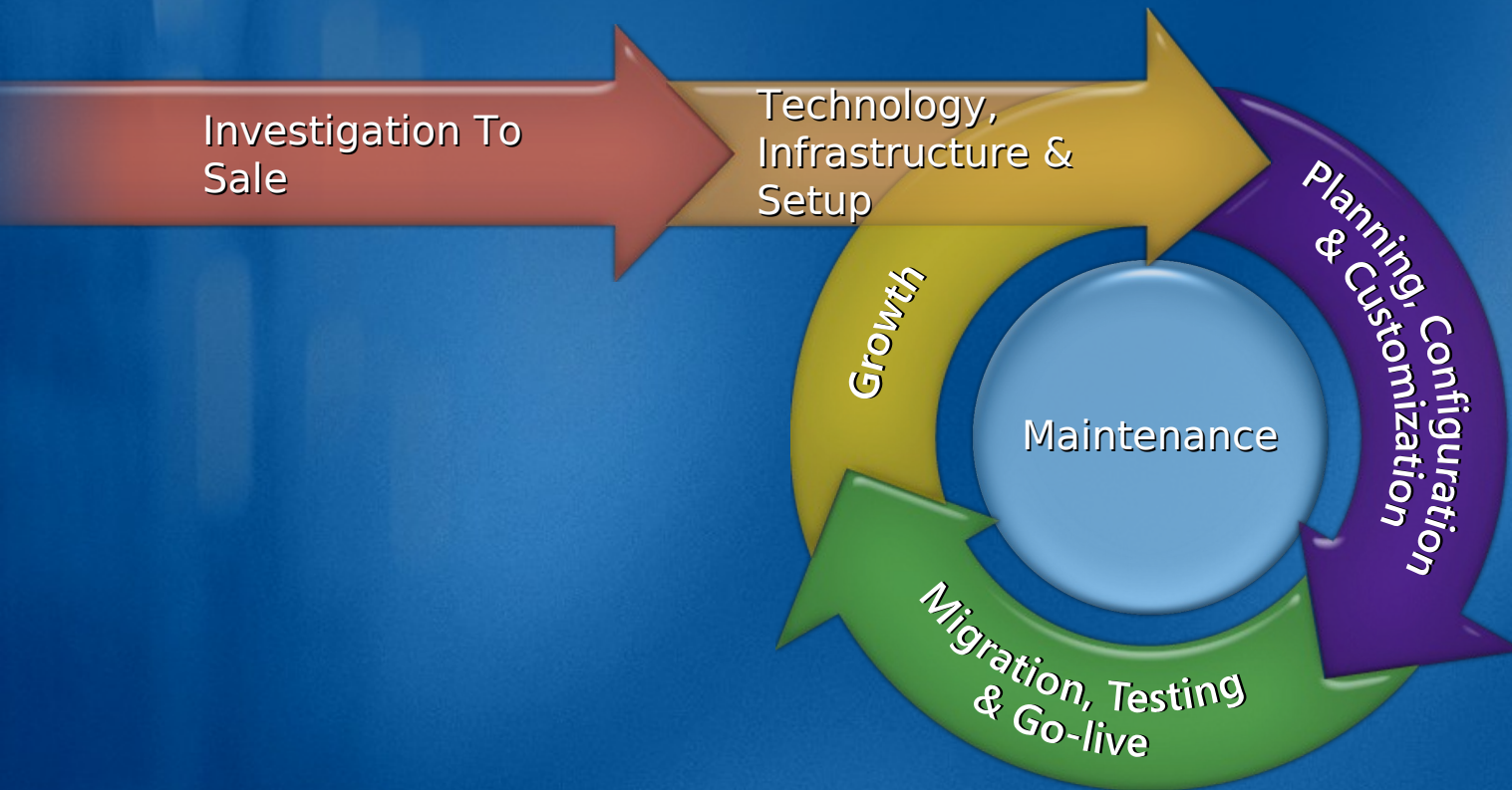
- **Processes at the Center**
 - **Centralized Metadata in Microsoft Axapta**
 - **Microsoft CRM Workflows**
- **Continuous Improvement**
 - **Microsoft Navision Graphical Product Planning via Gantt and Drag and Drop**

demo

Centralized Metadata

**Microsoft Business Solutions -
Axapta**

Total Cost Of Ownership Lifecycle Model



Best TCO



Total Cost Of Ownership - Proof Points

- Investigation to sale
 - Methodology tool ensuring repeatability and Cost optimization for Partners
- Technology Infrastructure and Setup
 - “No Click” Install on Device for Microsoft CRM Mobile 1.2
- Planning, Configuration and Customization
 - Industry Based Templates in Microsoft Navision 4.0

demo

Deployment and Connectivity

Microsoft CRM Mobile 1.2

Customer-Driven Innovation

Empowered Users



Insightful



Connected



Adaptive Processes



Best TCO



Product Timeline

- Major upgrades on 18-24 month cycles for ERP and CRM
- Capitalize on platform advances with each release

	Calendar 2004	Calendar 2005
Microsoft Business Solutions Axapta	Service Pack 3 (Q2)	4.0 (Q3)
Microsoft Business Solutions Great Plains	8.0 (Q3)	9.0 (H2)
Microsoft Business Solutions Navision	4.0 (Q3)	4.X (Q3)
Microsoft Business Solutions Solomon	6.0 (Q3)	7.0 (Q3)
Microsoft Business Solutions CRM	Microsoft CRM Mobile 1.2 (Q3)	2.0 (Q2)
Microsoft Business Solutions Retail Management System	1.2 (Q2)	

Microsoft Business Solutions

Learn more this week

- **22 Breakout sessions – get up to speed on new product releases**
- **Experience the solutions yourself with 6 different Hands on Labs**
- **Have your questions answered by our technical experts in the Community Lounge**
- **Get products demos at the Expo**
- **Pick up your Microsoft Business Solutions guidebook to find all MBS content Tech Ed**

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